

## Message Text

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PAGE 01      WARSAW 07492 260628Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
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R 251442Z AUG 78  
FM AMEMBASSY WARSAW  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 7030  
AMEMBASSY BELGRADE  
AMEMBASSY BERLIN  
AMEMBASSY BUCHAREST  
AMEMBASSY VIENNA

UNCLAS WARSAW 7492

COMMERCE FOR BLAIR THOMPSON AND REGINALD BECKHAM, ITA/BEWT/TPD  
VIENNA FOR VONTILLIUS

EO 11652: NA  
TAGS: BEXP PL  
SUBJ: INDUSTRIAL WELDING EQUIPMENT TSS

REF: STATE 214017

1. WE REGRET THIS SEMINAR HAD TO BE CNACELLED, BUT WE WOULD PREFER TO CONSIDER IT A POSTPONEMENT. WE ACKNOWLEDGE THE NEED TO BOTAIN DETAILED MARKETING DATA WELL IN ADVANCE TO FACILITATE RECRUITMENT, ALTHOUGH POSSIBLY IT WOULD NOT HAVE MADE ANY DIFFERENCE IN THIS CASE. WE HAD TRIED FOR SEVERAL MONTHS TO OBTAIN NECESSARY INFORMATION, BUT WE DID NOT SUCCED UNTIL THE CHAMBER OF FOREIGN TRADE'S NEWLY-ESTABLISHED MARKET RESEARCH CENTER AGREED TO GET THE DATA FOR US IN LATE JULY. AT LEAST PART OF THE REASON FOR OUR EARLIER FAILURE IS THAT WE HAVE NOTICED THE POLES DO NOT FOCUS ON THESE TSS THEMES AS EARLY AS WE DO, AND THEREFORE ARE SLOW TO RESPOND TO OUR REQUEST UNTIL THE SEMINARS DRAW NEAR. PERHAPS THE ESTABLISHMENT OF THE CENTER  
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WILL FACILITATE OUR INFORMATION GATHERING IN THE FUTURE, ALTHOUGH WE WILL HAVE TO PAY WHEN WE NEED IT.

2. BY COINCIDENCE, WE WERE GETTING READY TO SEND THE CENTER'S RECENTLY-COMPLETED REPORT ON THE POLISH MARKET FOR INDUSTRIAL WELDING EQUIPMENT WHEN REFTEL ARRIVED. WE WILL SEND THE REPORT TO USDOC, ANYWAY , BECAUSE WE THINK

IT SUPPORTS OUR CONTENTION THAT THERE IS A POTENTIALLY GOOD MARKET HERE FOR U.S. EQUIPMENT AND TECHNOLOGY. IT IS A GOOD REPORT ESPECIALLY IN VIEW OF THE TIME TAKEN FOR COMPLETION AND THE SMALL COST INVOLVED.

3. THE STUDY CONTACTED 31 POLISH PRODUCTION AND SCIENTIFIC ORGANIZATIONS CONCERNED WITH WELDING, AND IT CONTAINS DETAILS ON THE EQUIPMENT OF INTEREST AND SUGGESTED TOPICS FOR THE SEMINAR. ALSO, THE NAMES OF FIRMS SUCH AS HOBART BORTHER, UNION CARBIDE, CRC, HUGHES, AND WELTEK ARE MENTIONED AS DESIRED TO PARTICIPATE IN THE SEMINAR.

4. WE THINK A SEMINAR ON THIS SUBJECT COULD BE SUCCESSFUL IN POLAND. WE ALSO THINK THE INFORMATION IN THE REPORT WOULD BE AS RELEVANT IN 1979 AS THIS YEAR. POLAND HAS LONG-TERM PLANS FOR ACQUISITION OF MORE AUTOMATED WELDING EQUIPMENT. WE CANNOT SAY PRECISELY WHEN BUYING DECISIONS WILL BE MADE, BUT THAT THEY WILL IS CERTAIN, BECAUSE THROUGHOUT POLAND'S ECONOMIC PLANNING ARE EFFORTS TO MAKE SAVINGS IN MANPOWER AND MATERIALS.

IN ADDITION, WITH THE PROJECTED GROWTH IN INDUSTRY, THE NEED FOR NEW WELDING EQUIPMENT AND TECHNIQUES IS IMPORTANT.  
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5. AS OUR TRADE PROMOTION CALENDER IS TEMPORARILY FREE

FOR THE PERIOD OCTOBER-DECEMBER 1979, WE RECOMMEND USDOC CONSIDER RE-SCHEDULING THIS TSS FOR THAT TIME. IF IN THE MEANTIME, ANY U.S. FIRM WISHES TO TEST THE MARKET BY DOING A SOLO-SYMW IN THE TDC, OR ELSEWHERE IN WARSAW, WE WOULD HAPPY TO SUPPORT IT.

6. FINALLY, WE HAVE LEARNED THERE WILL BE A SHOW CALLED EGL# LDING "'78" IN BRNO, CZECHOSLOVAKIA FROM NOVEMBER 13-17. AS POLISH SPECIALISTS SPLAN TO ATTEND, AS WILL PRESUMABLY OTHERS FROM EE COUNTIRES, THIS MIGHT BE A GOOD OPPORTUNITY TO GAIN ADDITIONAL KNOWLEDGE OF THE STATE OF THE ART AND PROCUREMEFL PLANS IN EASTERN EUROPE.  
SCHAUFEE

NOTE BY OC/T: WARSAW 7492, PARA 6 #AS RECEIVED.

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## Message Attributes

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